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Chile

Kiwifruit

Annual

2003

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Report Highlights:

Chile's kiwi production is expected to be similar in volume and quality then last year. But since exported volumes depend on quality of the production and foreign demand, total exports as of now are forecasted to fall slightly when compared to the previous year.

Includes PSD changes: Yes
Includes Trade Matrix: Yes
Annual Report
Santiago [CI1], CI

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Executive Summary

Good weather conditions helped Chile's kiwi production to increase slightly in Marketing Year 2001 (Jan-Dec 2002). For MY 2002 (Jan-Dec 2002), a similar production in volume and quality is expected. In the coming years output is expected to stabilize at about 158,000 to 160,000 metric tons, with close to 70 percent destined for export. This percentage will vary in the future depending on quality.

Production

For Marketing Year 2001 (Jan-Dec 2002), good weather and an ample water supply for irrigation are the main reasons for Chile's kiwi production increase when compared to the year before. Yields and quality were higher than previously expected. For MY2002 (Jan-Dec 2003), crop results should be similar as the weather has been favorable in most growing areas.

In the coming years, only slight variations in production can be expected, due to weather as there are no new planting underway. Chile's kiwi production is expected to be close to 160,000 metric tons. Of the total production, around 70 percent will be exported. This percentage varies depending on the quality of the production and foreign demand for Chilean kiwis.

The Hayward variety is the leading commercial kiwi variety planted in Chile. Chile's kiwi harvest starts at the end of March and lasts through the end of April or the beginning of May.

Crop Area

Over the years, since the early nineties, losses incurred by mainly marginal kiwi producers has led to a reduction in planted area from almost 13,000 hectares to the current 7,700 hectares.

In Chile, kiwis are planted for commercial purposes from Region Five (Los Andes-San Felipe) to Region Eight (Chillan). Approximately 70 percent are planted in Regions Six and Seven, which are considered to be the premier producing areas due to the availability and quality of water supplies, as well as the good soil and climatic conditions.

CHILE : Kiwi Planted Area and Production

Years		Planted Area (Ha)	Production (MT)	Exports (MT)
1982		91	120	22
1986		3,450	1,100	865
1988		8,885	12,000	8,297
1990		12,050	45,000	24,113
1992		12,560	100,000	66,410
1993		12,770	111,000	75,175
1994		11,500	115,500	80,000
1995		10,040	144,000	111,000
1996		9,500	153,000	119,000
1998		7,695	156,000	126,944
1999		7,695	130,000	91,833
2000		7,695	145,000	102,499
2001		7,695	155,000	110,400
2002	1/	7,675	158,000	118,000
2003	2/	7,675	158,000	115,000

1/ Preliminary data

2/ Forecast

Input

All of Chile's kiwi planted area is irrigated, and a large percentage of farms employ either drip or micro-jet irrigation systems. In areas where frost is a major factor, most producers have installed sprinkler irrigation systems to control it.

Consumption

There are no official or industry statistics on kiwi production or consumption. Consumption is derived from the industry-source estimates for production and known published exports. In the past, Chile's kiwi production was almost exclusively destined for the export market. However, the tremendous expansion in domestic output and in competition, combined with modest increases in world consumption, has led Chilean producers to strengthen quality controls for kiwi exports. This has resulted in increasing amounts of fruit available for the domestic market.

Utilization of kiwi fruit for processing is limited. Only very small amounts are reportedly processed since kiwi juice, pulp and canned kiwis have so far not sold well in domestic or export markets.

Trade

Marketing Year 2001 (Jan-Dec 2002) exports were higher than the previous year, reflecting an increase in production, excellent quality and strong export demand, due to a smaller northern hemisphere production. For MY2002, export quantities will depend on the quality of domestic production and world kiwi supplies. Industry sources forecast smaller, but better quality crop. As a result, a larger percentage of fruit will be exported.

Although Chile's plant protection service (SAG) approved imports of California kiwis by removing a quarantine barrier in April 1997, there have been no reported sales to date.

The bulk of Chile's kiwi exports normally begin during the last week of March and continue through September. However, technological improvements in storage facilities have allowed the export season to be extended through November. End-of-season exports are mainly sold to Latin American countries.

Marketing

Chilean producers and exporters continue to target their efforts towards increasing consumption in their principal export markets through a voluntary quality control program. Both groups are subject to a quality control program similar to the system in effect for most deciduous fruit. Chilean fruit exporters also are concentrating their efforts on diversifying export markets.

No major immediate changes in exports are expected as result of signing a Free Trade Agreement with the European Union. However, the agreement provides for EU tariffs on Chilean kiwis to be reduced from 8.8 percent to 0 percent within seven years.

PS&D Table

PSD Table						
Country	Chile					
Commodity	Kiwifruit				(HA)(MT)	
	Revised	2000	Preliminary	2001	Forecast	2002
	Old	New	Old	New	Old	New
Market Year Begin		01/2001		01/2002		01/2003
Bearing Area	7525	7525	7525	7525	0	7545
Non-Bearing Area	170	170	150	150	0	130
TOTAL Area Planted	7695	7695	7675	7675	0	7675
TOTAL Area Harvested	7525	7525	7525	7525	0	7545
TOTAL Production	152000	155000	150000	158000	0	158000
Imports	0	0	0	0	0	0
TOTAL SUPPLY	152000	155000	150000	158000	0	158000
Exports	110000	110413	112000	118000	0	115000
Domestic Consumption	42000	44587	38000	40000	0	43000
TOTAL DISTRIBUTION	152000	155000	150000	158000	0	158000

Export Trade Matrix

(Year 2002 data are for January - November only)

Export Trade Matrix			
Country	Chile		
Commodity	Kiwifruit		
Time period	Jan-Dec	Units:	M.T.
Exports for:	2001		2002
U.S.	25067	U.S.	23130
Others		Others	
Netherlands	20515	Netherlands	22170
Argentina	11764	Italy	19763
Italy	10304	Spain	16062
Spain	10068	Japan	4747
Brazil	6548	Mexico	4743
Mexico	4889	Brazil	4702
U.K.	4804	U.K.	4281
Japan	4506	France	2247
Canada	1659	Argentina	2022
Uruguay	1169	Portugal	2012
Total for Others	76226		82749
Others not Listed	9120		11539
Grand Total	110413		117418